

Message Text

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43

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 DRC-01 RSC-01 /039 W

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R 071542Z JAN 74

FM AMEMBASSY BONN

TO USMISSION BERLIN

AMCONSUL BREMEN

AMCONSUL DUESSELDORF

AMCONSUL FRANKFURT

AMCONSUL HAMBURG

AMCONSUL MUNICH

AMCONSUL STUTTGART

INFO USDOC WASHDC

SECSTATE WASHDC 9556

UNCLAS BONN 0262

FOR PRINCIPAL OFFICER/CHIEF OF MISSION

E.O. 11652: N/A

TAGS: BGEN, GW

SUBJECT: COMMERCIAL INTELLIGENCE - COMPUTER LIST BUILDING

REF: A-9098; OM OF MAY 2, 1972

1. IN VIEW OF THE IMPROVEMENTS THAT HAVE BEEN MADE IN COMMERCE'S PROSPECT INFORMATION REPORT FORM (DIB-467) AND THE SYSTEM FOR ITS USE OUTLINED IN THE REFERENCED AIRGRAM, POSTS ARE REQUESTED TO USE ONLY THIS FORM FOR REPORTING ALL SIGNIFICANT CONTACTS WITH POTENTIAL IMPORTERS AND KEY PROSPECTS. IN THE PAST, MOST OF THE REPORTS PREPARED WERE IN CONNECTION WITH SHOW PROMOTIONS, AND ONLY RELATIVELY FEW WERE COMPLETED FOR OTHER POST COMMERCIAL CONTACTS. IN VIEW OF COMMERCE'S EXPANDED COMPUTER LIST BUILDING PROGRAM, OUR TRADE CONTACT ACTIVITIES MUST BE STEPPED UP AND PIR FORMS SHOULD BE PREPARED FOR ALL CONTACTS INVOLVING IMMEDIATE OR FUTURE TRADE OPPORTUNITIES. THE USE OF THE PIR FORM PREPARED BY THE EMBASSY IS HEREBY CANCELLED. THE MONTHLY BUSINESS CONTACT SUMMARY WILL ALSO NO LONGER BE REQUIRED, BUT MAJOR PROJECTS SHOULD BE REPORTED AS BEFORE.

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2. AS OUTLINED IN THE REFERENCED AIRGRAM, POSTS ARE RESPONSIBLE FOR THE EVALUATION, VERIFICATION, PROCESSING AND SIC CODING OF ALL PIRS SUBMITTED TO COMMERCE. PIRS PREPARED BY DBRS IN CONNECTION WITH COMMERCE PARTICIPATION IN TRADE FAIRS ARE TO BE SUBMITTED FOR PROCESSING TO THE POST IN WHOSE DISTRICT THE FIRM IS LOCATED. COMPLETED PIRS WILL BE SUBMITTED BY THE POSTS DIRECTLY TO COMMERCE WITH COPIES TO BONN. ONE COPY OF PIRS PREPARED ON TARGET INDUSTRY CONTACTS, SHOULD ALSO BE SENT TO THE RESPONSIBLE POST FOR INFORMATION.

3. IT SHOULD ALSO BE NOTED THAT POSTS WILL BE RESPONSIBLE FOR ASCERTAINING THAT THE PIRS DO NOT DUPLICATE INFORMATION ALREADY IN THE FOREIGN TRADERS INDEX AND THAT THE PIR IS USED ONLY FOR THE INITIAL INPUT OF INFORMATION ABOUT A FIRM OR TO CANCEL ALL EXISTING INFORMATION ABOUT A FIRM IN THE FTI AND REPLACING IT WITH A COMPLETELY NEW ENTRY. WE HAVE ASKED COMMERCE FOR INSTRUCTIONS ON ENTRIES FOR CONGLOMERATES WITH SEVERAL PRODUCTS, PARTS AND CONTACTS. UPDATING OF ELEMENTS OF INFORMATION ABOUT A FIRM ALREADY LISTED IN THE FTI IS TO BE ACCOMPLISHED THROUGH THE USE OF THE MISCELLANEOUS CHANGE CODING FORM (IA-1042).

4. WE HAVE ALSO ASKED COMMERCE TO SEND EACH POST A FULL ALPHABETICAL LISTING OF ALL GERMAN FIRMS IN THE FTI FOR USE IN DETERMINING WHETHER A FIRM IS ALREADY IN THE COMPUTER AND TO COMPARE THE INFORMATION IN THE FTI WITH THE DATA WHICH A POST MAY WISH TO SUBMIT. POSTS SHOULD REQUEST DIRECTLY FROM COMMERCE SUPPLIES OF THE NEW PIR FORM AND THE MISCELLANEOUS CHANGE FORM.

5. POSTS' COMMENTS REGARDING COMMERCE'S COMPUTERIZATION EFFORTS ARE SOLICITED BY BONN. THESE WILL BE COLLATED AND FORWARDED TO COMMERCE AS APPROPRIATE.

HILLENBRAND

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Disposition Approved on Date:
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